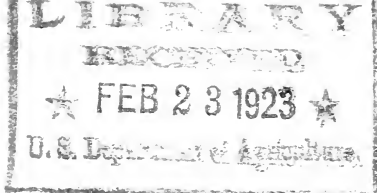


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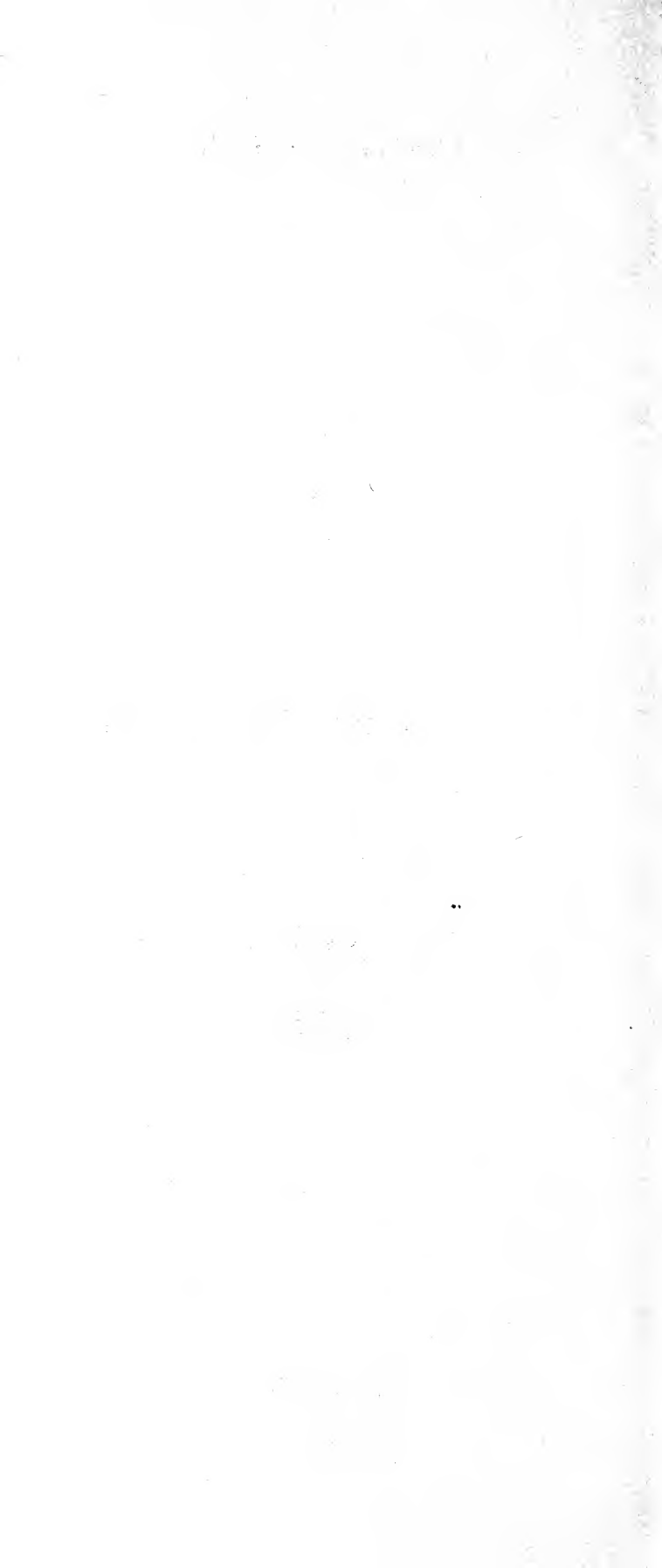


JOHANSEN - WINSLOW CO., Inc.

EL MONTE
Los Angeles County
CALIFORNIA



1923



CONTRACT LIST

Johansen-Winslow Co., Inc.

Growers of



SEASON

1923

TO THE SEED TRADE

We are pleased to present our 1923 contract list for your kind consideration, and we take this opportunity to thank you for all your generous business in the past.

We wish to announce that we have recently acquired an additional acreage of more than 200 acres of the very finest flower seed land in California, situated near San Luis Obispo, in close proximity to the ocean. This location has proved to be unsurpassed in the production of sturdy and beautiful flowers.

Our large acreage in El Monte is now devoted exclusively to the growing of Asters and Zinnias and by concentration on these we are able to offer our customers a list of novelties and standard varieties of peerless quality.

We invite you cordially to visit our growing fields and shall take great pleasure in showing you and acquainting you with our methods of growing and of producing our "PEERLESS" Flower seeds.

JOHANSEN WINSLOW CO., Inc.

Growers of



Some of Our Peerless Novelties

ASTERS

HEART OF FRANCE

This recent introduction is one of the most beautiful shades of Red Asters yet produced. About two feet in height. Stems long and strong. Excellent for cutting.

	Oz.	¼ Lb.	Lb.
Rich Ruby Red	\$0.70	\$2.25	\$7.00

SENSATION

This Aster is of a rich ox blood color which glistens in the sunshine. A very early bloomer of semi-dwarf growth, blooming with us during the latter part of August. An excellent Aster for border purposes.

	Oz.	¼ Lb.	Lb.
Rich Garnet Color	\$0.80	\$2.50	\$8.00

AMERICAN BEAUTY

The largest and most beautiful of all Asters. Comes into bloom later than the early branching type. Blooms continually from September to November. Excels all other Asters for cut flowers. We recommend this Aster especially for the most critical trade.

	Oz.	¼ Lb.	Lb.
Beauty Purple	\$0.75	\$2.50	\$8.00
Beauty Deep Rose	.75	2.50	8.00
Beauty Lavender	.75	2.50	8.00
September Beauty—Shell Pink	.75	2.50	8.00

GIANT HYACINTH FLOWERED CANDYTUFT

We have developed a strain of this on our seed farm which attains a height of fully 18 inches, forming immense well-proportioned spikes, with from three to five spikes on each plant.

	Oz.	¼ Lb.	Lb.
Pure White	\$0.40	\$1.25	\$4.00

CHINESE WOOLFLOWER

(*Celosia Childsii*)

The most unusual type of feathered Celosia, attaining a height of from two to three feet. There are many branches issuing from the main stalk. Each stem having the silky tendrils common to Celosia. The striking feature of this variety is that at the tips they have a brushy appearance.

CHINESE WOOLFLOWER—Continued

	Oz.	$\frac{1}{4}$ Lb.	Lb.
.....Crimson, very rich color.....	\$0.60	\$2.00	\$ 6.00
.....Pink, beautiful shade of salmon pink .....	.80	2.50	8.00
.....Yellow	1.00	3.00	10.00
.....White	1.00	3.00	10.00
.....Mixed .....	.60	2.00	6.00

ZINNIAS

Johansen-Winslow's Special Strains of Mammoth Double

We have perfected these to such an extent that single flowers are entirely eliminated. We produce specimens from 5 to 6 inches across on practically all the flowers, and feature here our perfected strains.

	Oz.	$\frac{1}{4}$ Lb.	Lb.
.....ORANGE, beautiful burnt orange	\$0.50	\$1.50	\$ 5.00
.....SCARLET, brilliant velvety scarlet .....	.50	1.50	5.00
.....WHITE, pure white.....	.50	1.50	5.00
.....DELICATE PINK, a very pale shade .....	.50	1.50	5.00
.....PRIMROSE YELLOW .....	.50	1.50	5.00
.....CRIMSON .....	.50	1.50	5.00
.....CANARY YELLOW .....	.50	1.50	5.00
.....SALMON PINK, very beautiful shade .....	.50	1.50	5.00

Improved Elegans Pumila Dwarf Bedding Variety

	Oz.	$\frac{1}{4}$ Lb.	Lb.
.....Double Salmon Rose.....	\$0.50	\$1.50	\$5.00

New Double Dahlia Flowered Zinnia

This is the largest of all Zinnias. It differs from the Mammoth Robusta in that its flowers are similar to those of a large double Dahlia.

	Oz.	$\frac{1}{4}$ Lb.	Lb.
.....All Colors Mixed.....	\$1.00	\$3.00	\$10.00

ASTERS

We grow our Asters on a large tract of land in the San Gabriel Valley, the soil being sub-irrigated, which eliminates all irrigation. The plants grow to an immense size and produce exceptionally large flowers. This enables us to turn out Asters that are fast becoming world renowned for their size, doubleness and high germination tests. We can truthfully recommend our Asters to the most critical trade and a steady increase in demand demonstrates this fact.

AMERICAN BRANCHING

These are the finest Asters for late August and September blooming. The plants are strong and branching, growing from 2½ to 3 feet high. We have perfected these to a very high standard of all large double flowers.

	¼ Lb.	Lb.
.....Azure Blue, Rich Deep Lavender.....	\$1.25	\$4.50
.....Pure White, Extra Large.....	1.25	4.50
.....Shell Pink (Mary Semples).....	1.25	4.50
.....Rose Pink	1.25	4.50
.....Deep Rose	1.25	4.50
.....Purple, Beautiful Dark Purple.....	1.25	4.50
.....Lavender	1.25	4.50
.....Crimson	1.25	4.50
.....Finest Mixed	1.00	4.00

Giant Comet Branching

Large fluffy flowers, about 5 inches across with long strong stems. Comes into bloom in August and holds its beauty until the latter part of September.

	¼ Lb.	Lb.
.....White	\$1.50	\$5.00
.....Pink, Delicate Pink.....	1.50	5.00
.....Lavender	1.50	5.00
.....Purple	1.50	5.00
.....Crimson	1.50	5.00
.....Rose	1.50	5.00
.....Finest Mixed	1.25	4.50

Lavender Gem

Plants about 18 inches tall, upright habit. Flowers Comet type, silvery white when young, changing to light lavender when fully expanded.

	Oz.	¼ Lb.	Lb.
.....Lavender Gem	\$0.60	\$2.00	\$6.00

ASTERS—Continued

Ball's White

Pure white, branching habit, medium early.

	Oz.	¼ Lb.	Lb.
.....Ball's White	\$1.20	\$3.50	\$12.00

Improved Crego

Plants from 2 to 3 feet in height with long, large stems. Very double.

	¼ Lb.	Lb.
.....White	\$1.50	\$5.00
.....Lavender	1.50	5.00
.....Rose	1.50	5.00
.....Shell Pink	1.50	5.00
.....Royal Purple	1.50	5.00
.....Dark Blue	1.50	5.00
.....Crimson	1.50	5.00
.....Finest Mixed	1.25	4.50

Ostrich Feather

This form of a Giant Comet Aster is very large and fluffy, commencing to bloom in August. This plant is 2½ feet high.

	¼ Lb.	Lb.
.....White	\$1.50	\$5.00
.....Lavender	1.50	5.00
.....Bright Rose	1.50	5.00
.....Pink, Shell Pink.....	1.50	5.00
.....Purple	1.50	5.00
.....Crimson	1.50	5.00
.....Finest Mixed	1.25	4.50

KING

(Needle Shaped Type)

These Asters of upright habit are of a distinct class or type. The flowers are large and double, petals quilled. About 2 feet high.

	¼ Lb.	Lb.
.....White	\$1.50	\$5.00
.....Lavender	1.50	5.00
.....Delicate Pink	1.50	5.00
.....Dark Crimson	1.50	5.00
.....Violet	1.50	5.00
.....Brilliant Rose	1.50	5.00
.....Shell Pink	1.50	5.00
.....Finest Mixed	1.25	4.50

ASTERS—Continued

Queen of the Market

The leading early Aster. These Asters have fine strong stems with large double flowers, commencing to bloom in July. We have worked this variety up to a high perfection.

	$\frac{1}{4}$ Lb.	Lb.
.....White	\$1.25	\$4.00
.....Flesh, Delicate Pink	1.25	4.00
.....Light Blue	1.25	4.00
.....Purple	1.25	4.00
.....Rose Pink	1.25	4.00
.....Lavender	1.25	4.00
.....Crimson	1.25	4.00
.....Finest Mixed	1.00	3.50

Royal

Dwarf branching Aster.

	$\frac{1}{4}$ Lb.	Lb.
.....Lavender	\$1.25	\$4.50
.....Purple	1.25	4.50
.....Rich Rose	1.25	4.50
.....Shell Pink	1.25	4.50
.....White	1.25	4.50
.....Mixed	1.00	4.00

Improved Victoria (Daybreak Type)

Plants two feet high, flowers very double, best for decorative purposes.

	$\frac{1}{4}$ Lb.	Lb.
.....Daybreak, Delicate Shade of Pink.....	\$2.25	\$7.00
.....Purity, Snow White.....	2.25	7.00
.....Pale Lavender	2.25	7.00
.....Rose Pink	2.25	7.00
.....Azure, Rich Deep Blue.....	2.25	7.00
.....Salmon Pink	2.25	7.00
.....Purple Violet	2.25	7.00
.....Light Blue	2.25	7.00
.....Finest Mixed, All Colors.....	2.00	6.00

Single Chinensis

	$\frac{1}{4}$ Lb.	Lb.
.....All Colors Mixed	\$1.00	\$3.00

Astermums

This strain of Giant Comet Asters resembles closely Crego's Giant but comes into bloom two weeks earlier. We list three colors.

	$\frac{1}{4}$ Lb.	Lb.
.....White Aster mum	\$2.00	\$6.00
.....Pink Aster mum	2.00	6.00
.....Lavender	2.00	6.00
.....Fine Mixed	1.50	5.00

ASTERS—Continued

SPECIAL MIXTURES

	¼ Lb.	Lb.
.....All Dwarf colors and varieties mixed (100 lbs. @ \$2.25).....		\$3.00
.....Queen of the Market Mixed (50 lb. lots @ \$2.25).....		2.75
.....American Branching Mixed (50 lb. lots @ \$2.25).....		2.75
.....King Asters, Choice Mixed (50 lb. lots @ \$2.50).....		3.00
.....Giant Comet Branching Mixed (50 lb. lots @ \$2.75).....		3.25
.....All Tall Branching Varieties Mixed (100 lbs. @ \$2.00), (50 lbs. @ \$2.25).....		2.50

AGERATUM MEXICANUM

	¼ Lb.	Lb.
.....White.....	\$0.75	\$2.50
.....Blue Perfection, Best Dark Blue.....	.75	2.50
.....Princess, Sky Blue, White Center.....	.75	2.50
.....Finest Mixed.....	.60	2.00

ALYSSUM

	¼ Lb.	Lb.
.....Maritimum (Sweet White).....	\$0.30	\$1.00
.....Little Gem (Carpet of Snow).....	.60	2.00
.....Tom Thumb.....	.75	2.50
.....Lilac Queen.....	.75	2.50

ANTIRRHINUM

(Snapdragon)

Giant, Annuals

	¼ Lb.	Lb.
.....Pink.....	\$0.90	\$2.75
.....Rose.....	.90	2.75
.....White.....	.90	2.75
.....Scarlet.....	.90	2.75
.....Yellow.....	.90	2.75
.....Finest Mixed.....	.60	2.00

Large Flowering Semi-Dwarf Sorts

18 inches high, best for bedding.

	¼ Lb.	Lb.
.....Soft Pink.....	\$1.15	\$3.75
.....Orange.....	1.15	3.75
.....Deep Red.....	1.15	3.75
.....Rose.....	1.15	3.75
.....Pure White.....	1.15	3.75
.....Finest Mixed.....	.75	2.50

BAILLON VINE

	¼ Lb.	Lb.
.....(Cardiospermum Halicacabum).....	\$0.25	\$0.75

BALSAM

Double Camellia Flowered

	$\frac{1}{4}$ Lb.	Lb.
.....Alga, White	\$1.00	\$3.50
.....Light Pink	1.00	3.50
.....Scarlet	1.00	3.50
.....Salmon Rose	1.00	3.50
.....Yellow	1.00	3.50
.....Flesh	1.00	3.50
.....Dark Blue	1.00	3.50
.....Mixed .....	.75	3.00
.....Goliath Mixed .....	.60	2.00
.....Tall double mixed, 100 lbs. @ \$125.00....	.50	1.50

CALLENDULA, DOUBLE

	$\frac{1}{4}$ Lb.	Lb.
.....Dania Orange	\$0.30	\$1.00
.....Lemon Queen .....	.30	1.00
.....Orange King .....	.30	1.00
.....Mixed Colors .....	.15	.50

CALLIOPSIS

	$\frac{1}{4}$ Lb.	Lb.
.....Tall Single Mixed	\$0.30	\$1.00
.....Dwarf Single Mixed .....	.35	1.25

CAMPANULA, MEDIUM

	$\frac{1}{4}$ Lb.	Lb.
.....Single Mixed	\$1.00	\$ 3.00
.....Double Mixed	3.00	10.00

CANDYTUFT (Iberis)

	$\frac{1}{4}$ Lb.	Lb.
Umbelata—		
..... White	\$0.35	\$1.25
..... Flesh .....	.35	1.25
..... Rose Cardinal .....	.35	1.25
..... Lilac .....	.35	1.25
..... Pink .....	.35	1.25
.....Hyacinth Flowered White .....	.75	2.00
.....Empress White .....	.50	1.75
.....White Rocket .....	.25	.80
.....Good Mixture .....	.30	1.00
.....All Colors and Varieties Mixed.....	.35	1.25
.....Little Prince	1.25	4.00
.....Dwarf Hybrids .....	.75	2.50

CANNA

(Newest Named Varieties)

	$\frac{1}{4}$ Lb.	Lb.
.....Crozy's New Hybrids, Finest Mixed.....	\$0.75	\$2.50
.....Dark Leaved Mixture.....	1.00	3.50

CARNATION

	$\frac{1}{4}$ Lb.	Lb.
Improved Marguerite—		
..... White	\$4.00	\$12.00
..... Yellow	4.00	12.00
..... Rose	4.00	12.00
..... Scarlet	4.00	12.00
..... Mixed	2.25	7.00
..... Giant Malmaison Mixed	2.50	8.00
..... Chabauds Earliest Mixed.....	3.00	10.00
..... Marguerite Ordinary Mixed.....	1.50	5.00

CELOSIA

(Cristata Dwarf Cockscomb)

	$\frac{1}{4}$ Lb.	Lb.
..... Empress Dark Foliage	\$2.50	\$8.00
..... Glasgow Prize Dark Crimson	2.50	8.00
..... Cristata Queen of the Dwarfs.....	2.50	8.00
..... Cristata Finest Mixed.....	1.50	5.00

PLUMOSA

(Ostrich Plume) Feathered Celosia

	$\frac{1}{4}$ Lb.	Lb.
..... Crimson	\$1.00	\$3.00
..... Yellow	1.00	3.00
..... Finest Mixed .....	.85	2.50

CHINESE WOOLFLOWER

(Childsii)

	$\frac{1}{4}$ Lb.	Lb.
..... Crimson	\$2.50	\$ 8.00
..... Pink	4.00	12.00

CENTAUREA

	$\frac{1}{4}$ Lb.	Lb.
..... Candidissima (Dusty Miller).....	\$4.00	\$15.00
..... Imperialis, White	1.00	3.00
..... Imperialis, Purple	1.00	3.00
..... Imperialis, Rose	1.00	3.00
..... Imperialis, Deep Lavender	1.00	3.00
..... Imperialis, Mixed .....	.75	2.00
..... Suavelens Yellow	1.00	3.00
..... Sweet Sultan, finest mixed.....	.75	2.00
..... Cyanus Double White.....	.60	2.00
..... Cyanus Double Blue.....	.60	2.00
..... Cyanus Double Rose Pink.....	.60	2.00
..... Cyanus Finest Double Mixed.....	.50	1.50
..... Cyanus Finest Single Mixed.....	.30	1.00

CHRYSANTHEMUM

	$\frac{1}{4}$ Lb.	Lb.
..... Coronarium Double Finest Mixed.....	\$0.30	\$1.00

CLARKIA ELEGANS

	$\frac{1}{4}$ Lb.	Lb.
.....Double Choice Mixed.....	\$1.00	\$3.00
.....Double and Single Mixed.....	.60	2.00

COBEA SCANDENS

	$\frac{1}{4}$ Lb.	Lb.
.....Ornamental Climber, Blue.....	\$0.75	\$2.50

CONVOLVULUS

		Lb.
.....Japanese Imperial Morning Glory, Mixed Colors		\$0.50
.....Major, Common Morning Glory, Mixed Colors .....		.40

COREOPSIS (Perennial)

	$\frac{1}{4}$ Lb.	Lb.
.....Lancelata Grandiflora, Yellow.....	\$0.60	\$2.00

COSMOS

	$\frac{1}{4}$ Lb.	Lb.
Early Mammoth Flowering		
.....White	\$0.60	\$ 2.00
.....Pink .....	.60	2.00
.....Crimson .....	.60	2.00
.....Mixed .....	.50	1.50
Late Mammoth Flowering		
.....White .....	.30	1.00
.....Pink .....	.30	1.00
.....Crimson .....	.30	1.00
.....Mixed .....	.25	.75
.....Double Crested	3.00	10.00

DAHLIA

	$\frac{1}{4}$ Lb.	Lb.
.....Fine Single Mixed	\$1.00	\$3.00
.....Single Mixed from selected Flowers.....	2.00	6.00
.....Finest Double Mixed	2.50	8.00
.....Cactus Flowering Finest Mixed.....	4.00	12.00
.....Pompon	4.00	12.00

DAISY

	$\frac{1}{4}$ Lb.	Lb.
.....Shasta Alaska	\$4.00	\$12.00

DELPHINIUM

(Perennial Larkspur)

	$\frac{1}{4}$ Lb.	Lb.
.....Belladonna Light Blue.....	\$7.00	\$25.00
.....Bellamosa, Dark Blue	4.50	15.00
.....Gold Medal Hybrids	3.00	10.00
.....Chinensis Azure Fairy.....	3.00	10.00
.....Chinensis Dark Blue	1.25	4.00
.....Chinensis Blue Butterfly.....	1.25	4.00
.....Chinensis White	1.25	4.00
.....Cardinal Brilliant Scarlet	3.00	10.00
.....Finest Mixed	3.00	10.00

DIANTHUS

	$\frac{1}{4}$ Lb.	Lb.
.....Heddewigii Single Mixed	\$0.60	\$2.00
.....Heddewigii Double Mixed .....	.60	2.00
.....Heddewigii Laciniatus Double Snow- ball	2.50	8.00
.....Heddewigii Double Fireball	2.50	8.00
.....Chinensis Double Mixed .....	.60	2.00

DIGITALIS

(Foxglove) Hardy Gloxiniaeflora

	$\frac{1}{4}$ Lb.	Lb.
.....Mixed	\$1.00	\$3.00

ESCHSCHOLTZIA

	$\frac{1}{4}$ Lb.	Lb.
.....Alba, White	\$0.25	\$0.75
.....Golden West .....	.25	.75
.....Crimson .....	.75	2.50
.....Carmine King .....	.75	2.50
.....Thorburni .....	.75	2.50
.....Hybrida Grandiflora Mixed	1.00	3.00
.....Finest Mixed .....	.30	1.00
.....California Yellow .....	.25	.75

GAILLARDIA

	$\frac{1}{4}$ Lb.	Lb.
.....Annual Varieties, Single Mixed	\$0.75	\$2.00
.....Annual Varieties, Double Mixed	1.00	3.00

GODETIA

	$\frac{1}{4}$ Lb.	Lb.
.....Mixed Tall	\$1.00	\$3.00
.....Mixed Dwarf	1.00	3.00

GYPSOPHILA

(Baby's Breath)

	$\frac{1}{4}$ Lb.	Lb.
.....Elegans Grandiflora Alba, (100 lbs \$60.00)	\$0.25	\$0.75
.....Elegans Grandiflora Carminea.....	.30	1.00

HELIANTHUS

(Sunflower)

	$\frac{1}{4}$ Lb.	Lb.
.....Chrysanthemum, Flowered Double.....	\$0.60	\$2.00
.....Red Sunflower .....	.60	2.00

HELICHRYSUM

	$\frac{1}{4}$ Lb.	Lb.
.....Monstrosum Finest Mixed.....	\$1.00	\$3.00

HOLLYHOCKS

	$\frac{1}{4}$ Lb.	Lb.
.....Chaters Superb Double White.....	\$2.50	\$8.00
.....Chaters Superb Double Crimson.....	2.50	8.00
.....Chaters Superb Double Rose.....	2.50	8.00
.....Chaters Superb Double Scarlet.....	2.50	8.00
.....Chaters Superb Double Yellow.....	2.50	8.00
.....Chaters Superb Double Maroon.....	2.50	8.00
.....Chaters Superb Double Newport Pink....	2.50	8.00
.....Double Finest Mixed.....	1.50	5.00
.....Alleghany Semi-double Finest Mixed....	1.25	4.00
.....Annual Semi-double Finest Mixed.....	.85	2.00
.....Annual Single Finest Mixed.....	.85	2.00

HUNNEMANNIA

	$\frac{1}{4}$ Lb.	Lb.
.....Fumariaefolia Golden Yellow Perennial..	\$0.85	2.00

KOCHIA

	$\frac{1}{4}$ Lb.	Lb.
.....Childsii Summer Cypress.....	\$0.25	\$0.75

LARKSPUR ANNUALS

	$\frac{1}{4}$ Lb.	Lb.
Tall Double Stockflowered—		
..... White	\$0.85	\$2.00
..... Rose .....	.85	2.00
..... Purple .....	.85	2.00
..... Flesh .....	.85	2.00
..... Carmine .....	.85	2.00
..... Light Blue .....	.85	2.00
..... Dark Blue .....	.85	2.00
..... Blackish Blue .....	.85	2.00
..... Finest Mixed .....	.30	1.00
.....Dwarf Rocket, Finest Mixed.....	.85	2.00
.....Emperor, Finest Mixed.....	.85	2.00
.....All sorts, Mixed.....	.30	1.00

LANTANA

	$\frac{1}{4}$ Lb.	Lb.
.....Hybrida, Mixed	\$0.75	\$2.00
.....Dwarf Hybrida, Mixed.....	1.00	3.00
.....Annual Mixed .....	.30	1.00

LUPINUS

	$\frac{1}{4}$ Lb.	Lb.
.....Annual Mixed	\$0.30	\$1.00

MARIGOLD

	$\frac{1}{4}$ Lb.	Lb.
.....African Double Lemon Ball, Tall.....	\$1.25	\$4.00
.....African Double Orange Ball, Tall.....	1.25	4.00
.....African Double Mixed, Tall.....	.65	2.25
.....Dwarf African Lemon, Double.....	1.00	3.00
.....Dwarf African Orange, Double.....	1.00	3.00
.....Dwarf French, Dark Brown, Double.....	.60	2.00
.....Dwarf French, Gold Striped, Double.....	.60	2.00
.....Dwarf French, Double, Mixed.....	.60	2.00

MARVEL OF PERU

(Four O'Clocks)

	$\frac{1}{4}$ Lb.	Lb.
.....Finest Mixed	\$0.25	\$0.75

MIGNONETTE

	$\frac{1}{4}$ Lb.	Lb.
.....Allen's Defiance	\$0.60	\$2.00
.....Golden Machet .....	.60	2.00
.....Improved Machet, Extra Fine.....	.60	2.00
.....Machet .....	.30	1.00
.....Goliath Red .....	.60	2.00
.....Special Mixture of all Varieties.....	.30	1.00
.....Reseda Odorata, Sweet Scented, Com- mon Mixed, 100 lbs. \$60.00.....		.75

MYOSOTIS

(Forget-me-nots)

	$\frac{1}{4}$ Lb.	Lb.
.....Finest Mixed	\$1.50	\$5.00

NASTURTIUMS

	$\frac{1}{4}$ Lb.	Lb.
.....Finest Mixed, Tall (1000 lots @ 20c).....		\$0.25
.....Finest Mixed, Dwarf (1000 lots @ 25c).....		.30

PETUNIA

	$\frac{1}{4}$ Lb.	Lb.
.....Howard Star, \$2.00 per oz.....	\$6.00	\$20.00
.....Inimitable Striped and Blotched.....	2.00	7.00
.....Balcony, Dark Red (per oz. \$2.00).....	6.00	20.00
.....Balcony, White (per oz. \$2.00).....	6.00	20.00
.....Balcony, Rose (per oz. \$2.00).....	6.00	20.00
.....Alba White	2.50	8.00
.....Special Mixture of above varieties.....	2.50	8.00
.....Hybrida Mixture	1.00	3.00

PETUNIA—Continued

Giants of California

	$\frac{1}{4}$ Oz.	Oz.
.....Special Mixture from Choicest Flowers..	\$5.00	\$18.00
	$\frac{1}{4}$ Lb.	Lb.
.....Grandiflora Single Fringed, Choice		
Mixed	4.00	12.00

PHLOX DRUMMONDI GRANDIFLORA

	$\frac{1}{4}$ Lb.	Lb.
.....Choice Mixed	\$3.00	\$10.00

POPPY

Double Carnation Flowered

	$\frac{1}{4}$ Lb.	Lb.
.....White Swan	\$0.30	\$1.00
.....Golden Gate .....	.30	1.00
.....Shell Pink .....	.30	1.00
.....Mikado .....	.30	1.00
.....Cardinal .....	.30	1.00
.....Fairy Blush .....	.30	1.00
.....American Flag .....	.30	1.00
.....Double Carnation Flowered, Finest		
Mixed, (100 lbs. \$75.00).....	.30	1.00

Double Paeony Flowered

.....Brilliant Rose	\$0.30	\$1.00
.....Cardinal Red .....	.30	1.00
.....Black Prince .....	.30	1.00
.....Light Lilac .....	.30	1.00
.....Pure White .....	.30	1.00
.....Salmon Pink .....	.30	1.00
.....Dark Purple .....	.30	1.00
.....Double Paeony Flowered, Finest Mixed,		
(100 lbs. \$75.00).....	.30	1.00
.....Danebrog .....	.30	1.00
.....English Scarlet (Flanders Field).....	.60	2.00
.....Glaucum (Tulip Poppy), Dazzling Scar-		
let .....	.60	2.00
.....Shirley Improved, Finest Mixed, (100		
lbs. \$100.00) .....	.50	1.50
.....All Double Tall Varieties, Mixed, (100		
lbs. \$75.00) .....	.30	1.00
.....All Tall Single Varieties, Mixed, (100		
lbs. \$60.00) .....	.25	.75

PORTULACA

	$\frac{1}{4}$ Lb.	Lb.
.....Single Large Flowering, Mixed.....	\$1.75	\$ 6.00
.....Double Large Flowering, Mixed	6.00	20.00

SALPIGLOSSIS

(Emperor)

	$\frac{1}{4}$ Lb.	Lb.
.....Finest Mixed	\$1.25	\$4.00

SCABIOSA

	$\frac{1}{4}$ Lb.	Lb.
.....Azure Fairy	\$0.60	\$2.00
.....Flesh Pink .....	.60	2.00
.....King of the Blacks.....	.60	2.00
.....Rose .....	.60	2.00
.....Crimson .....	.60	2.00
.....White .....	.60	2.00
.....Pink .....	.60	2.00
.....All Colors Mixed.....	.60	2.00

STOCKS

(Gilliflower)

Large Flowering Ten Weeks' Stocks

This is the best variety for bedding of Dwarf compact habit, and comes into bloom early.

	$\frac{1}{4}$ Lb.	Lb.
.....Blood Red	\$2.50	\$10.00
.....Canary Yellow	2.50	10.00
.....Bright Rose	2.50	10.00
.....Light Blue	2.50	10.00
.....Purple	2.50	10.00
.....Pure White	2.50	10.00
.....Finest Mixed	2.25	8.00
.....Good Mixture	1.50	7.00

Cut-and-Come-Again Ten Weeks' Stocks or

Giant Perfection

	Oz.	$\frac{1}{4}$ Lb.	Lb.
.....Apple Blossom	\$1.25	\$4.00	\$12.00
.....Brilliant, Blood Red.....	1.25	4.00	12.00
.....Creolè, Canary Yellow.....	1.25	4.00	12.00
.....La France, Light Flesh.....	1.25	4.00	12.00
.....Crimson	1.25	4.00	12.00
.....Dark Blood Red.....	1.25	4.00	12.00
.....Pale Blue (May Queen).....	1.25	4.00	12.00
.....Flesh Color	1.25	4.00	12.00
.....White (Princess Alice).....	1.25	4.00	12.00
.....Deep Rose	1.25	4.00	12.00
.....Violet (Sapphire)	1.25	4.00	12.00
.....Rose	1.25	4.00	12.00
.....Silvery Lilac (Empress Augusta Victoria)	1.25	4.00	12.00
.....All Colors Mixed.....	.75	2.50	10.00
.....Special Mixed, Single and Double		1.00	3.50

Mammoth Flowering Beauty Stocks (Nice)

	Oz.	$\frac{1}{4}$ Lb.	Lb.
.....Beauty of Nice.....	\$1.00	\$3.00	\$10.00
.....Crimson King, Rich Blood Crim- son	1.00	3.00	10.00
.....Mont Blanc, Pure White.....	1.00	3.00	10.00
.....Monte Carlo, Canary Yellow.....	1.00	3.00	10.00
.....Queen Alexandra, Soft Rosy- Lilac	1.00	3.00	10.00
.....Summer Night, Rich Deep Blue	1.00	3.00	10.00
.....Choicest Mixed, all colors.....	.75	2.50	8.00

SWEET WILLIAM

(Dianthus Barbatus)

	$\frac{1}{4}$ Lb.	Lb.
.....Finest Mixed	\$1.50	\$5.00

VERBENA

(Mammoth)

	$\frac{1}{4}$ Lb.	Lb.
.....Lucifer, Brilliant Scarlet (no eye), (oz. \$1.00)	\$3.00	\$10.00
.....White	1.50	5.00
.....Scarlet Defiance	1.50	5.00
.....Firefly, Scarlet (White Eye).....	2.00	6.00
.....Pink Shades	1.50	5.00
.....Mayflower, Pure Pink.....	2.00	6.00
.....Purple Shades	1.50	5.00
.....Blue Shades	1.50	5.00
.....Purple Mantle, Dark Purple.....	2.00	6.00
.....Lutea, Yellow	2.00	6.00
.....Auricula-eyed, Mixed	1.50	5.00
.....Named Varieties, Choice Mixed from above colors	1.50	5.00
.....Mammoth Mixture, grown as mixture....	1.25	4.00

WALL FLOWER

	$\frac{1}{4}$ Lb.	Lb.
.....Annual, Single Mixed.....	\$0.60	\$2.00

XERANTHEMUM

	$\frac{1}{4}$ Lb.	Lb.
.....Double Mixed	\$0.80	\$3.00

ZINNIA

(Mammoth Robusta Grandiflora)

	$\frac{1}{4}$ Lb.	Lb.
WHITE	\$1.50	\$5.00
BURNT ORANGE	1.50	5.00
CANARY YELLOW	1.50	5.00
CRIMSON	1.50	5.00
CREAM	1.50	5.00
DELICATE PINK	1.50	5.00
ROSE SHADES	1.50	5.00
SCARLET	1.50	5.00
PURPLE SHADES	1.50	5.00
BUTTERCUP	1.50	5.00
ROSE, Deep Salmon Rose	1.50	5.00
SULPHUR YELLOW	1.50	5.00
SPECIAL MIXED FROM NAMED VARIETIES	1.50	5.00
FINE MIXTURE, field grown as mixture, (100 lbs. \$300.00)	1.00	3.50
DAHLIA FLOWERED, Mixed, Very Choice	5.00	15.00

Elegans Pumila Dwarf Double

(Best for Bedding)

	$\frac{1}{4}$ Lb.	Lb.
.....Canary	\$1.00	\$3.50
.....Dark Scarlet	1.00	3.50
.....Flesh Pink	1.00	3.50
.....Orange	1.00	3.50
.....White	1.00	3.50
.....Salmon Rose	1.00	3.50
.....Finest Mixed .....	.75	3.00

Little Red Ridinghood

	$\frac{1}{4}$ Lb.	Lb.
.....Very Dwarf, Scarlet Gem.....	\$1.00	\$4.00

Tall Elegans

(Double)

	$\frac{1}{4}$ Lb.	Lb.
.....Finest Mixed, (100 lbs. \$200).....	\$0.75	\$2.50
.....Curled and Crested.....	1.50	5.00

FLOWER GARDEN MIXTURE

	$\frac{1}{4}$ Lb.	Lb.
.....100 pounds \$40.....		\$0.50

SWEET PEAS

We are aiming to grow only the very finest varieties of Sweet Peas which are suitable for the most critical trade and by limiting ourselves to such a list, we are in a better position to take care of our customers' needs in the most satisfactory manner.

Spencer Sweet Peas (Late)

	Per Lb.
ASTA OHN, Pinkish Lavender.....	\$1.20
BLANCHE FERRY, Pink and White.....	1.20
BLUE MONARCH, Rich Deep Navy Blue.....	1.20
CARESS, Soft Pink on Cream Ground.....	1.20
CHARITY, Scarlet Crimson.....	1.20
CONSTANCE HINTON, Large White.....	1.20
COUNTESS SPENCER, Lovely Clear Pink.....	1.20
DOBBIES CREAM, Beautiful Primrose.....	1.20
FIERY CROSS, Beautiful Orange Scarlet.....	1.20
FLORENCE NIGHTINGALE, Largest Pure Lavender.....	1.20
HAWLMARK PINK, Rose Pink, Shaded Salmon.....	1.30
HAWLMARK LAVENDER, Clear Light Lav- ender.....	1.30
HERCULES, Giant Soft Rose Pink.....	1.20
ILLUMINATOR, Salmon Pink.....	1.20
KING EDWARD, Pure Red.....	1.20
KING MANUEL, Large Deep Maroon.....	1.20
KING WHITE.....	1.20
LORD NELSON, Navy Blue.....	1.20
MARGARET ATLEE, Shade of Pink.....	1.20
MRS. ROUTZHAN, Apricot Suffused Pink.....	1.20
MRS. J. BALMER, Cream Edged, Rosy-Pink.....	1.20
MRS. TOM JONES, Azure Blue.....	1.20
ORCHID, Suffused Pink Lavender.....	1.20
QUEEN WHITE, Beautiful White.....	1.20
ROSA BELLE, Fine Bright Rose.....	1.20
ROYAL PURPLE, Large Purple.....	1.20
SCARLET EMPEROR, a Brilliant Deep Scarlet.....	1.20
SVOLANEKS BEAUTY, Free Blooming Rose Pink.....	4.00
THE PRESIDENT, Dazzling Orange Scarlet.....	1.20
THOMAS STEVENSON, Orange Scarlet.....	1.20
VERMILLION BRILLIANT, Bright Scarlet.....	1.20
WEDGEWOOD, Beautiful Silver Blue.....	1.20
WHITE SPENCER, Beautiful Large Wavy.....	1.20
JOHANSEN WINSLOW, Special Mixture of above named varieties.....	1.00
ALL COLORS GROWN AS A MIXTURE IN THE FIELD.....	.80

Early Spencer or Winter Flowering Sweet Peas

	Per Lb.
CANARY BIRD, Cream Self.....	3.00
CHERRY RIPE, Cerise Crimson.....	3.00
EARLY HERCULES, Giant Rose Pink.....	3.00
EARLY LIBERTY, Blood Red.....	3.00
FIRE KING, Orange Scarlet.....	3.00
FORDHOOK, Pink and White.....	3.00
HEATHER BELL, Early Lavender Shade.....	3.00

Early Spencer Sweet Peas—Continued

	Per Lb.
.....HELEN LOUIS or MORNING STAR, Rich Rosy Salmon	3.00
.....KING, Early King Edward.....	3.00
.....LAVENDER KING, Beautiful Clear Lavender....	3.00
.....MEADOW LARK, Cream Color.....	3.00
.....MORNING STAR, Orange Scarlet.....	3.00
.....MRS. A. A. SKACH, Beautiful Rich Pink	3.00
.....ROSY MORN, Rose Crimson.....	3.00
.....SNOWFLAKE, Pure White	3.00
.....SPRING MAID, Light Flesh.....	3.00
.....SUNSET, Rich Mauve Pink.....	3.00
.....SVOLANEK'S BLUE, Bright Blue.....	3.00
.....TORCH, Early Illuminator.....	3.00
.....WARBLER, Rich Mauve Purple.....	3.00
.....EXTRA CHOICE MIXED of above Varieties.....	2.00

Best Grandiflora Varieties

	Per Lb.
.....America, Red and White Striped.....	.50
.....Blanche Ferry, Pink and White.....	.50
.....Black Knight, Deep Maroon.....	.50

(Grandiflora)

	Lb.
.....Dorothy Eckford, Finest White.....	.50
.....Emily Henderson, Early White.....	.50
.....Honorable, Mrs. E. Kenyon, Large Primrose.....	.50
.....Janet Scott, Rich Deep Pink.....	.50
.....King Edward VII, Crimson Scarlet.....	.50
.....Lady Grisel Hamilton, Lavender.....	.50
.....Miss Wilmott, Orange Pink.....	.50
.....Navy Blue, Indigo Blue and Violet.....	.50
.....Prima Donna, Deep Pink.....	.50
.....Queen Alexandra, Deep Scarlet.....	.50
.....Best well balanced Mixture (1000 lb. lots 25c)....	.35

Cupids

	Per Lb.
.....Mixed Varieties	\$0.85

JOHANSEN WINSLOW CO., Inc.

Growers of



CONTRACT FOR CROP OF 1923

....., 1923.

This Agreement, made in duplicate the.....day
of....., 192....., by and between the
JOHANSEN WINSLOW COMPANY, Inc., of El Monte,
Los Angeles Co., Calif., party of the first part, and.....
..... of.....

....., party of the second part.

WITNESSETH: That for and in consideration of the covenants hereinafter entered into by the said party of the first part, said party of the second part does hereby purchase of said first party the quantities and varieties of seeds herein named, and agrees to pay therefor at the prices attached, and at the following terms, to-wit: Sixty days acceptance from date of shipment or two per cent discount for cash in ten days from date of invoice. Bags or retainers at cost. All seeds F. O. B. growing station.

Said first party, in consideration of the foregoing, does further agree to cause to have planted sufficient acreage of seeds or roots to produce, under normal conditions, the quantities of seeds herein specified, and in the event of a short crop, to deliver pro rata amounts in full satisfaction of this contract. Shipments to be made to the party of the second part as soon as practicable after harvest.

NON-WARRANTY. It is further understood that while the party of the first part will exercise the greatest care in growing and harvesting their seeds, roguing all crops under personal supervision, to the best of their ability, true to name, and ship nothing but what they believe will give satisfaction. However, it must be expressly understood they give no warranty, expressed or implied, as to description, quality, productiveness, or any other matter of any seeds they deliver, and that they will not in any way be responsible for any crops produced therefrom, and that only under these conditions is the above order accepted and booked.

IN WITNESS WHEREOF, the parties hereto have set their hands and seals the day and year above written.

JOHANSEN-WINSLOW COMPANY, Inc.

Per.....
Party of the first part.

Per.....
Party of the second part.

1. The first step in the process is to identify the problem or issue that needs to be addressed. This involves gathering information and understanding the context of the problem.

2. Once the problem is identified, the next step is to define the objectives and goals of the project. This helps to clarify what is to be achieved and provides a clear direction for the work.

3. The third step is to develop a plan or strategy to address the problem. This involves identifying the resources needed, the tasks to be completed, and the timeline for the project.

4. The fourth step is to implement the plan. This involves putting the strategy into action and monitoring progress to ensure that the project is on track.

5. The final step is to evaluate the results of the project. This involves assessing the outcomes against the objectives and goals, and identifying any lessons learned for future projects.





